

shipping MANAGEMENT

READERS
ROUTER

TO SEE PAGE

TO SEE PAGE

TO SEE PAGE

TO SEE PAGE

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING



Costing \$9 million, the beautiful new Matson Terminal is evidence of the rapid growth of the Port of Los Angeles during its 47 years of operation as a municipal port. Complete details about the terminal, one of the world's largest, will be found on page 7.

JANUARY 1955



THE MOST TALKED ABOUT GUMMED TAPE DISPENSERS ON THE MARKET!

DERBY'S

*Fabulous
Anniversary
Models*

SUPER
DERBY
"152"



WAVY

**Priced Far Lower
Than Any Comparable Machine!**

The star of the trade shows! . . . the most talked about gummed tape dispenser on the market! And no wonder! It's a machine that has been two years in designing, building and testing! Derby has always built fine machines and the Super Derby "152" proves it! So many big machine features . . . so many exclusive new Derby features . . . make its low, low price truly sensational!

- Exclusive Spring Clutch Feed
- Feed Stop for Predetermined Lengths up to 30"
- Dispenses 1" to 3" width tapes
- Visual Auxiliary Water Reservoir
- Single Brush Moisture Control System
- Adjustable Variable Length Slotted Handle
- Sturdy Interlocking Side Frames
- Automatic Tape Cut-Off
- Visual Measuring Scale



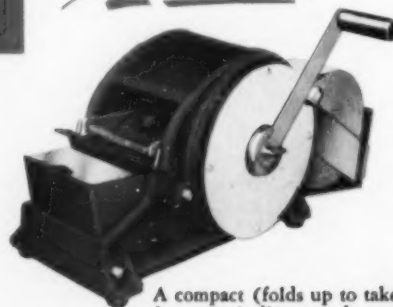
See Your Dealer Or Write:

DERBY SEALERS, INC. DERBY, CONN.

DERBY
"15"

A New Gummed Tape Dispenser with
All the Quality Features of Heavy Duty
Machines At About

1/2 the COST!



A compact (folds up to take even less space) dispenser for gummed tapes from 1" to 3" wide. Has many of the unusual features of the Super Derby "152." Auxiliary Water Reservoir available.



PAGES of us!"

automatic accounting of postage used, postage on hand. And the meter helps me get his shipments out faster, with every parcel bearing a date of mailing!

"This postage meter is a good deal for both the boss and me."

THE PITNEY-BOWES postage meter is "set" for as much postage as you need to buy... then prints the exact amount of postage needed for any parcel on special gummed tape, delivered wet or dry, as you please. Prints a dated postmark at the same time, so your metered parcels can move faster through the postoffice... often catching earlier trains and planes.

And the same meter will stamp and seal your office letters!

THERE'S a postage meter, hand or electric, for every business, large or small. Ask the nearest PB office for a demonstration—or send coupon for free illustrated booklet.

FREE: Handy chart of postal rates with parcel post map and zone finder.



PITNEY-BOWES

Postage Meter

PITNEY-BOWES, INC., Pacific St., Stamford, Conn.
Originators of metered mail. Leading makers of mailing machines.
Branches in 93 cities in the United States and Canada.

PITNEY-BOWES, INC.

2280A Pacific St., Stamford, Conn.

Please send free illustrated booklet ☐ Rate chart ☐

Name _____

Address _____





THE MOST TALKED ABOUT GUMMED TAPE DISPENSERS ON THE MARKET!

DERBY'S

*Fabulous
Anniversary
Models*

**SUPER
DERBY**

"152"

**Priced Far Lower
Than Any Comparable Machine!**

The star of the trade shows! . . . the most talked about gummed tape dispenser on the market! And no wonder! It's a machine that has been two years in designing, building and testing! Derby has always built fine machines and the Super Derby "152" proves it! So many big machine features . . . so many exclusive new Derby features . . . make its low, low price truly sensational!

- Exclusive Spring Clutch Feed
- Feed Stop for Predetermined Lengths up to 30"
- Dispenses 1" to 3" width tapes
- Visual Auxiliary Water Reservoir
- Single Brush Moisture Control System
- Adjustable Variable Length Slotted Handle
- Sturdy Interlocking Side Frames
- Automatic Tape Cut-Off
- Visual Measuring Scale



See Your Dealer Or Write:

DERBY SEALERS, INC. DERBY, CONN.



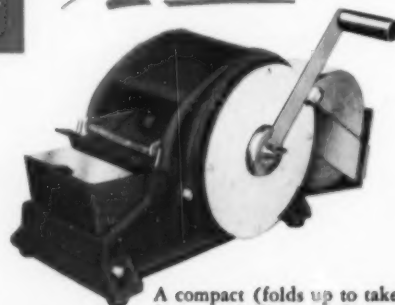
**CUT-OFF BLADE IS GUARANTEED
FOR THE LIFE OF THE MACHINES!**

**DERBY
"15"**

GIANT ECONOMY

A New Gummed Tape Dispenser With All the Quality Features of Heavy Duty Machines At About

1/2 the COST!



A compact (folds up to take even less space) dispenser for gummed tapes from 1" to 3" wide. Has many of the unusual features of the Super Derby "152." Auxiliary Water Reservoir available.



"Swell deal for both of us!"

"For me, there's no more stamps— and stamp-licking and sticking. No more running out of the right stamp values ...no more keeping a locked-up stamp box...no more trying to account for loose stamps and stamp sheets!

"For the boss, there's the assurance I've got his postage protected from loss, waste, misuse... and there's less of his money tied up in a big postage inventory... there's automatic accounting of postage used, postage on hand. And the meter helps me get his shipments out faster, with every parcel bearing a date of mailing!

"This postage meter is a good deal for both the boss and me."



THE PITNEY-BOWES postage meter is "set" for as much postage as you need to buy...then prints the exact amount of postage needed for any parcel on special gummed tape, delivered wet or dry, as you please. Prints a dated postmark at the same time, so your metered parcels can move faster through the postoffice... often catching earlier trains and planes.

And the same meter will stamp and seal your office letters!

THERE'S a postage meter, hand or electric, for every business, large or small. Ask the nearest PB office for a demonstration—or send coupon for free illustrated booklet.

FREE: Handy chart of postal rates with parcel post map and zone finder.



PITNEY-BOWES

Postage Meter

PITNEY-BOWES, INC., Pacific St., Stamford, Conn.
Originators of metered mail. Leading makers of mailing machines.
Branches in 93 cities in the United States and Canada.

PITNEY-BOWES, INC.

2280A Pacific St., Stamford, Conn.

Please send free illustrated booklet ☐ Rate chart ☐

Name _____

Address _____



FOR BETTER SHIPPING

Receive practical, illustrated literature about the latest improvements and developments in shipping room supplies, devices and equipment as described below . . . important data every shipping room manager should keep on file — readily available for instant reference. The **HELP-O-GRAM** reply card adjacent to this page is for your use. Just check the appropriate box on the prepaid **HELP-O-GRAM** business reply card and drop it in the mail box. The material will be sent to you at once with no obligation on your part.

PLYWOOD SAVES WASTED DOLLARS by supplying the vital protection needed against normal jolting and jarring during transit. These lab-tested containers will give you greater protection, less damage claims, and will cut assembly time of your old containers. Get **FREE ILLUSTRATED BOOKLET** on how plywood cuts your shipping costs by checking 1.

QUALITY GUMMED TAPE that offers color variety and uniformity is what you look for in a tape. Test this high standard tape that sells at standard tape prices, check 2 for **FREE SAMPLE ROLL**.

LOW COST SEALER with high quality features is offered in this machine that has been two years in designing, building and testing. Exclusive features give you heavy duty machines at economy prices. For **FREE LITERATURE** on these star models of trade shows, check 3.

STENCILS SAVE MONEY . . . get the full story on stencils in this **FREE ILLUSTRATED HANDBOOK** from this manufacturer who knows stencils from A to Z. A complete line of equipment to handle your every marking need, find out for yourself by checking 4.

DISPENSERS AND ATTACHMENTS . . . information on firm's 47 dispensers with attachments, for all tapes—gummed kraft, cloth, fibre reinforced, pressure sensitive, etc., is contained in **FREE BROADSIDE**, just check 5.

USEFUL WALL CHART handily answers questions about new postal rates and all other mailing info. The 4th Class Rates cover latest revision. Receive **FREE CHART** by checking 6.

PARCEL POST SCALE saves postage and saves time. Package weighed on this scale will not carry too many—or too few—stamps. Simply press the zone key. One figure shows the exact postage. To obtain **FREE DEMONSTRATION** and descriptive literature, check 7.

CUSHIONING PROTECTION at its maximum with these pads and blankets. Lower costs than other interior cushioning and only a fraction of the time to pack. **FREE INFO** on improving packaging performance by checking 8.

EFFICIENT GLUING methods will end your problems of attaching labels. Ungummed labels applied to stay, faster and with less fuss and bother. New liquid glue refuses to crystalize. **FREE TRIAL**, check 9.



ONE-HAND TACKING is faster and cheaper. This product has rapid gripping action and take-up jaw for low maintenance. 36 different models and 80 staple sizes for any use. Check 10 for **FREE BOOKLET**.

LABEL PASTERS, hand or motor driven, will speed up your pasting operation by 50%. Sixty years of design experience are at your disposal. Full line of pasters and sealers available on **FREE TRIAL**, check 11.

WATER RESISTANT PROTECTION with this gummed tape made to meet government specifications and to offer all around protection against moisture for wrapping, covering. For **FREE INFORMATION**, check 12.

FLEXIBLE CUSHIONING gives you tough interior cushioning against costly scratches. Single sheet protects against shock and vibration. **FREE ILLUSTRATED BOOKLET** gives all the facts, check 13.

WANT TO BE A TRAFFIC EXPERT? Find the full details about one of the most important and well paid positions in industry and transportation. For 50 years this school has been training men thoroughly at home in their spare time. Get the **FREE 48-PAGE BOOKLET** and learn the opportunities in Traffic by checking 14.

TESTED GUMMED TAPE wins awards with its time and money saving properties. Exhaustive tests have certified the quality of this product that will help reduce your damage claims. For **FREE TRIAL ROLL**, check 15.

GUMMED TAPE DISPENSER manufacturer wants to help you with your problems. Send for informative and technical booklets dealing with every problem encountered in sealing operations, or request the expert aid of their trained field service men. For **FREE BOOKLETS**, Check 16.

POSTAL RATE CARD . . . have the latest revised parcel post rates before you on this compact, easy-to-read card. Gives special information on First, Second, Third, Fourth Class and Air Parcel Post. For **FREE CARD**, check 17.

EYE-APPEAL GUMMED TAPE means sales appeal and it can be yours by using four-color printed kraft. Firm's art staff will prepare art work for your own needs. Data **FREE**, just check 18.

ECONOMY SIZED SEALER possesses quality features of heavy duty machines at about 1/3 the cost. Receive **FREE DETAILS** about this extraordinary machine, just check 19.

SHIPPING & TRAFFIC HEADACHES ANSWERED . . . the new 1955 Better Shipping Manual will contain information and data on hundreds of subjects. Articles on military packaging, containers, sealing, etc. will be up-to-the minute. **FREE DETAILS** by simply checking 20.

GUMMED TAPE FOR EVERY PURPOSE includes special types in addition to complete regular line. Try one that adheres to moisture-proof paper and resists freezing temperature, or another variety that has a rip-cord embedded in the adhesive surface for easy package opening. Discover money-saving qualities. Check 21 for **FREE SAMPLES**.

SHIPPING MANAGEMENT, JANUARY, 1955

Dear Editor

In the September "Packing A Punch" column the reader was challenged to take advantage of the columns of SM and use them as a forum for industrial problems, ideas and just plain fraternal greetings. It now can be reported that more and more of this magazine's subscribers are accepting that challenge every day and the letters marked "Dear Editor" have been rapidly growing into a small mountain.

The readers have made their wishes known, so from this issue on, if they want to compliment the magazine, knock it, enlighten it, question it —this is the place to do it.

Dear Editor,

We have been attracted to the article "How Freight Forwarders Benefit Shippers" (Nov. 1954 SM). This is a subject which needs added publicity. We would like very much to have your permission to reprint it in the forthcoming issue of Management Guide.

T. H. BURROWES
PRESIDENT
MANAGEMENT GUIDE
WASHINGTON, D. C.

The recent articles on freight forwarding have been received with a great deal of interest. Additional informative stories on this rapidly expanding service will appear in the very near future. — Ed.

Dear Editor,

We are assigned as a field activity of the Office of the Quartermaster General to make tests, as directed, toward improving operations in the general field of storage. We . . . appreciate the contents of your publication . . . and "Better Shipping Manual" as well . . . it (Shipping Management) will serve to good advantage in our endeavors.

D. A. JENSEN
CHIEF, OQMG STORAGE
OPERATIONAL RESEARCH TEAM
UTAH GENERAL DEPOT
OGDEN, UTAH

Dear Editor,

We should like to receive the following publication for our library files: "Shipping Management," July 1954—New England TM conference attacks shipping headaches (Transportation and traffic management conference).

C. A. PIERCE
LIBRARIAN
TRANSPORTATION ASSN.
OF AMERICA
CHICAGO, ILL.

Address all letters to: "Editor," Shipping Management, 425 Fourth Avenue, New York, N. Y. All letters must be signed. We will withhold the writer's name upon request.

Here Are the Answers To Your Shipping and Traffic Problems !

BETTER SHIPPING MANUAL

Traffic Managers



Shipping Executives



BETTER SHIPPING MANUAL contains information and data on hundreds of subjects that crop up daily. The articles on Export Packing are up-to-the-minute and invaluable to every industrial shipping department executive.

Subjects covered include the following:

- Export Packing
- Shipping Department Management
- Pallets and Unit Loads
- Materials Handling
- Containers
- Sealing Methods
- Traffic Management

And other important and
authoritative articles.

1955 Edition Now Being Prepared

Right now you are busier than ever, and BETTER SHIPPING MANUAL will give you scores of practical, usable ideas and methods that are worth a hundred times the cost. Over 122 file-size pages — compiled and written by men who know their jobs! The guide to equipment and supplies is of constant use.

This book selling for \$3.00 is guaranteed satisfactory, or money refunded. Fill out the coupon today!

SHIPPING MANAGEMENT, INC.
425 Fourth Avenue, New York 16, N. Y.

1-54

Send me a copy of BETTER SHIPPING MANUAL. I enclose \$3 ☐ or bill me. ☐

Name Position

Company

Address

"Our face is our fortune,"

says **George C. Foerstner**,
Amana Executive Vice Pres.

"Or let's say it's a big part of our fortune," continues Mr. Foerstner.

"We prize the flawless finish of our Food Freezers highly — and so do housewives. In fact, as much care is taken in the manufacture of this finish as in any other part of the unit.

"We can't afford to have it marred after it leaves us. That's why we ship all our products in Atlas Plywood containers."



Gleaming beauty. Amana's pride in the shining finish of its Food Freezers is understandable. To protect these gleaming beauties which weigh 300 pounds, Amana sought the advice of Atlas Plywood packaging engineers. It was obvious that, if not properly packed for shipping, the weight could prove destructive when the unit underwent the jolts, bumps and strains of travel. What's more, the inside mechanism could be damaged.



Atlas Plywood Engineers designed this sturdy, lab-tested container that will absorb the shock of shipment, warehouse handling and dealer delivery.

Amana not only gains protection by this packaging but saves plenty of money besides; the container is light-weight as well as strong and its strength is so dependable Amana can now pack up to the load limits. No waste space in freight car or in storage.

What about you? Do you risk wasted dollars due to product damage or increased shipping costs from unreliable containers? Send for free informative, illustrated 24-page booklet, "How Atlas Plywood Cuts Your Shipping Costs . . . Safely," — or see your Atlas Plywood representative (Classified Telephone Directory). Learn about the remarkable testing laboratory where Atlas Plywood containers win their lab-tested label. Atlas Plywood Corporation, Dept. SM-5, 1432 Statler Building, Boston 16, Massachusetts.

Atlas Plywood

CORPORATION

FROM AMERICAN FOREST TO FINISHED PRODUCT
PLYWOOD CONTAINERS • FLUSH DOORS • HARDWOOD PANELS



PACKING A PUNCH

JANUARY, 1955

The problems of traffic congestion from the shipper's viewpoint are discussed by D. R. Dominie, in his usual able manner, in this month's "Listen, Mr. T. M." The rapidly worsening picture of vehicle-choked streets, mounting piles of goods late for delivery, interminable, irritating and costly delays has had experts of all varieties and types searching diligently for a workable solution.

Many transportation men have credited, or blamed, the congested state of city traffic in the migration of manufacturers from city areas to suburban locations. Although there are many other important reasons for this growing trend, traffic congestion can not be discounted as a major factor.

The efforts made by foresighted shippers, such as Mr. Dominie's firm, will help to alleviate the slow strangulation. Other plans are being studied and worked on, and solutions to the traffic problems may lay in the not-too-distant future.

A strong school of thought has been favoring the use of automatic conveyors. Although the idea has been scoffed at in the past, doubters were forced to review their arguments after the New York City Transit Authority announced plans for the construction of a conveyor system to replace one of the most heavily traveled

(Continued on Page 19)

Photo of the Month

Typical of the swift growth of the Port of Los Angeles is the \$9 million Matson Terminal located in the East Basin in the Wilmington District. At its vast wharves two of Matson's huge cargo vessels and the passenger luxury liner, "Lurline", can be berthed simultaneously. Its clear-span transit shed will accommodate 6,000 tons of cargo daily, and in any emergency can be adapted to hold 100,000 tons.

Three railroad spurs and truck-loading facilities parallel the landward side of the building and 13 huge motor-operated ramps expedite loading and unloading from any of a ship's holds. The parking area has a capacity of 4,000 automobiles and the entire facility takes in 48 acres. This terminal and another, completed at the same time and leased to the American President Lines, represent \$13 million investment to The Port.

Evidence of the growth of the Los Angeles harbor area is seen in the following figures: 26,513,998 tons flowed across its wharves last year, an increase of 7% over the year before, 26 times the cargo handled in its first year of operation as a municipal harbor in 1907, and more than 4,000 times the cargo handled in 1855, the first year records were kept of the operation.

MEN — METHODS — MATERIALS

shipping MANAGEMENT

Vol. 20—No. 1

CONTENTS

For Better Shipping	4
<i>Free Helps & Literature</i>	
Letters To The Editor	5
Packing A Punch	7
How To Cut Costs In The Shipping Room	9
<i>By Elaine R. Pitts</i>	
Efficiency Ends Export Shipping Tie-Ups	11
<i>Shipping Department of the Month</i>	
D. R. Dominie's "Listen, Mr. T.M."	13
Waterproof Paper Has Come Into Its Own	14
New Products, Services, Ideas In January	16
How Shipper Can Minimize Freight Loss & Damage	17
Traffic Tower	19
Details of SIPMHE's "Best" Container	20
News-Promotions	21
Tuning In	22
Three-Way Campaign To Cut Handling Costs Outlined	23

SYLVAN HOFFMAN
President

ROBERT M. HOFFMAN
General Manager

STANLEY R. KERMISH
Vice-President

JOSEPH H. FRIEDMAN
Editor

ALFRED ZEFF
Associate Editor

HARRY HEARST
Advertising Manager

E. B. MEYER
Production Manager

FRED FEDER
Ass't. General Manager

J. H. STONEKING, Western Manager
549 W. Randolph Street, Chicago, Ill. CEntral 6-5164.
Pacific Office: J. O. Hodges, 479 S. Holt Ave., Los Angeles 48, Calif. BRadshaw 2-3935.

Southern Office: Hal Moore, Sir William Hotel, 7100 Biscayne Blvd., Miami, Fla. Day Phone: 82-3624; Night Phone: 7-1634

Published 10th of each month by Shipping Management, Inc., 425 Fourth Avenue, New York 16, N. Y. Telephone Murray Hill 3-6280-1. Sylvan Hoffman, President; Larry S. Harris, Vice-President. Publication and editorial office, 425 Fourth Avenue, New York, N. Y. Not responsible for safety of manuscripts or pictures.

Subscription price \$3.00 per year in United States, its possessions and Canada. All other countries, \$4.00 per year. Published in U. S. A.

A HOFFMAN PUBLICATION



STOP!

Stop missing the important Packing, Traffic and Shipping articles that appear each month in the pages of Shipping Management. Issued 12 times a year for the past 18 years, Shipping Management has earned a reputation as THE reference source for the industry. With its newly designed format and its interesting "How-to" articles it is the best three dollar investment that you can make. Fill out the coupon now and your subscription will start at once. We can bill you later if you prefer; the important thing is to start now.

don't stop now . . . send coupon today!

SHIPPING MANAGEMENT, 425 4th Ave., N. Y.

NOW YOU'RE TALKING! Start my subscription with the next issue:

Name

Company

Address

City Zone State

SOME TIMELY HINTS TO SHOW—

How To Cut Costs In The Shipping Room

Reducing Time & Material Costs — Part I

By **ELAINE R. PITTS**

Packaging Engineer, The Sperry & Hutchinson Company

FOR THIS DISCUSSION we will define "Shipping Room" as the place where merchandise is prepared for shipment. I will not attempt to cover high-speed automatic packaging of merchandise. I will, instead, limit it to the final assembly, marking and packing of customers' orders as handled by a manufacturer, mail order company, or retail distributor who sells to customers who can purchase only in small quantities. As you know all such businesses — especially those required to maintain a repair parts unit — are faced with the requirement of filling such orders profitably if they are to stay in business.

As far as the Shipping Room we are discussing is concerned there are two classifications of merchandise — items taken from stock suitably pre-packed for reshipment which will require only marking — and merchandise delivered to the Shipping Room in bulk which will require packing and marking.

The importance of the proper size pack at the production line level cannot be overemphasized because of the many economies that can be effected not only at the Shipping Room level where the item can be marked and shipped without packing, but in all the merchandise handling activities.

(A Talk Delivered at the Packaging and Materials Handling Short Course produced by the Society of Industrial Packaging and Materials Handling Engineers under the sponsorship of the Department of Mechanical Engineering, University of Illinois, Urbana, Illinois, September 27-30, 1954.)

In a manufacturing operation, sales surveys should be made to determine the proper pack size and customers encouraged to order in multiples of these pack sizes. In a distribution company this pack size would be determined by the rate of distribution to their retail outlets. The result in either case would be to eliminate costly order picking and unnecessary packing in the shipping room.

Here properly alerted shipping room personnel can be of assistance. For instance, if a packer finds that he is frequently packing the same multiple of a lamp, say, 4 or 6, an investigation should be made to see why this lamp cannot be packed in this multiple when it comes off the assembly line.

Unless a shipping room is properly engineered and the personnel properly trained, hidden costs can make for an excessively expensive operation. It is always possible to pack to prevent damage. The trick is to prevent damage and control expenses without costly **OVER** packing. If you never receive a customer complaint or a transportation damage claim, a recheck of your packing is indicated to see whether you are overpacking. On the other hand, recurring customer complaints because of damage, with resulting costly complaint handling and expensive replacements should be a warning signal to recheck your packing for possible improvement.

We will discuss, first, potential savings in the packing area of a "Shipping Room." The two major areas of savings, of course, are in **TIME** and **MATERIAL**. The work area should be an-

alyzed for possible causes of avoidable delays. As you know time is money! A few questions that should be answered are:

Has the packer's table been designed to accommodate the specific type of merchandise to be packed?

Are packing supplies within easy reach?

Is the packer responsible for maintaining his stocks of packing materials?

Does the packer have to travel any distance to pick up the merchandise he is to pack, or is it brought to his work bench? — and finally, what does he do with the merchandise he has packed — deliver it to the shipping area himself, or is it conveyed to that area by others, or by a mechanical conveyor?

Let us consider these questions individually.

Has the Packer's Table Been Designed to Accommodate the Specific Type of Merchandise To Be Packed?

Rather than purchase ready-made tables—they should be designed around the specific merchandise to be packed. For instance, if only small items are to be assembled and packed, the table should probably be of one height and may not require too much work surface.

If the majority of packing is to be done in large cartons, part of the table could be lowered so that merchandise can be placed in them with a minimum of effort or lifting, and the working surface of the table may need to be increased proportionately.

If a table too large for the job is used, valuable floor area is taken up, and opportunity for a cluttered workplace is provided. If the bench is too high or too low, or too small, unnecessary physical hardship can result which will cause the worker to tire, and his production will be affected.

The type of materials to be used, *i.e.*, cartons, bags, flexible wrapping materials, etc., will all contribute to the table design.

All of the required "tools of the packer" such as knife, twine, marking crayons, stamp pad, rubber stamps, tape machine, etc. should be properly prepositioned on or affixed to the table. This is to eliminate the possibility of misplaced and lost items, and the time wasted in search for them.

Are Packing Supplies Within Easy Reach?

The packing supplies should be located close enough to the packer so that he will not have to leave his bench. If cartons are to be used, overhead carton racks, under the table space, or

other equally nearby holding fixtures should be provided.

If paper is required it should be mounted to the bench. A nearby fireproof bin should be provided if excelsior or shredded news is specified. Bag holding fixtures can be placed in sections under, over, or attached to the bench. A small drawer or rack can be used for labels.

Analyze your set-up with your own supplies in mind, keeping in the foreground the idea that the packer should not have to leave his work area for supplies.

Is the Packer Responsible for Maintaining Stocks?

If your packing operation is not large enough to warrant a stockboy whose responsibility it is to see that all packers are kept well supplied with the necessary materials, train your packers to check their supplies periodically — morning or evening — setting a definite schedule would be best — so that they will not have to leave their workplace in the middle of packing an order because they do not have sufficient material on hand to complete the job.

Does the Packer Have to Travel Any Distance To Pick Up the Merchandise?

The ideal set-up is a straight line flow of work — say, from left to right, with orders delivered to the packer's bench by the picker and, when packed, removed from the other side of the bench. This can be accomplished in many ways.

A particularly good example can be seen in any large mail order company where they have worked out well-engineered methods of delivering parts of orders — made up of many items from many scattered locations—at regularly scheduled intervals right to the packers' benches. When the order is assembled it is usually placed on a conveyor belt and delivered to the shipping platform.

In another straight line flow, a pallet load of merchandise is dropped off at the left side of the bench. When packed, the order is placed on a conveyor on the right side of the bench and delivered to the shipping dock.

The packing area should, of course, be located so as to require a minimum of additional transporting of orders to the shipping docks.

In order to determine what supplies will be required, as in the case of the packing table, a study of the merchandise to be packed must be made. The number of items to be packed, their size, and physical nature all must be considered.

Analyze the supplies presently used. Do you

(Continued on Page 29)

Efficiency Ends Export Shipping Tie-ups

Lessons learned from research, problems of others, and own operations enable Socony Vacuum Refinery at Paulsboro, New Jersey than from any other Socony-Vacuum refinery in the world.



MORE MOBIL OIL FLOWS from the Socony-Vacuum Refinery at Paulsboro, New Jersey than from any other Socony-Vacuum refinery in the world.

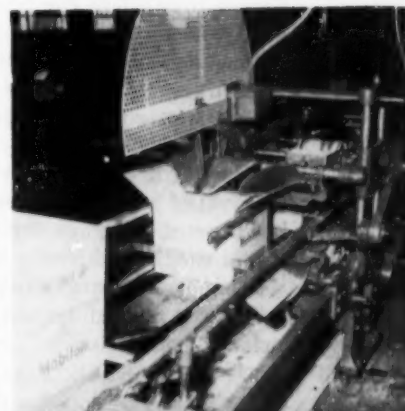
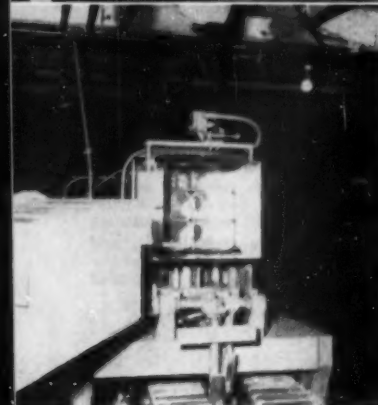
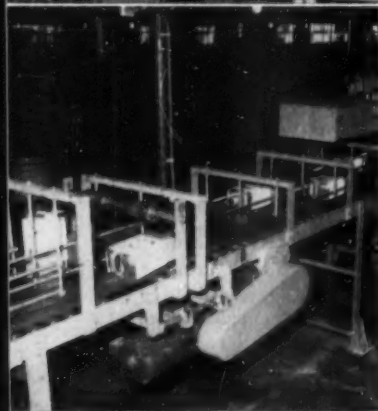
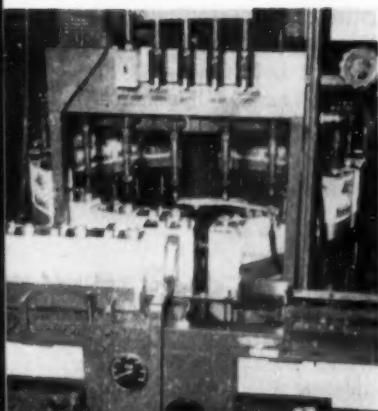
It is the very size and scope of this operation that makes it imperative that every aspect of it—from receiving raw materials, through production, to shipping of the finished product be conducted on as high level of efficiency as possible. Paulsboro's answer to this necessity is threefold. (1) Have able, alert and qualified men in positions where they can be of the maximum service; (2) Take advantage of the lessons learned from the research and experiences of others; (3) Remember and apply the lessons learned through observation of its own operation.

An example of this philosophy can be found in the one-gallon can filling operation. About three and one half million cans a year roll off the filling line destined for points all over the surface of the world. Approximately 97% of the yearly total is earmarked for export, most traveling in the holds of ocean freighters that tie up for loading at the refinery's own wharf, which is one of the largest on the Delaware River.

Yet, just a little more than a year ago this same operation was only turning out some 12,000 cans a day, and was utilizing a labor force much larger than the one that produces the present figure of 17,500 per day. In any field the ability to increase production without increasing costs

Can filling operation begins (top left) at high speed, one-gallon rotary filling machine; Filled cans (middle left) moving down line to packing point ride upright on conveyor to point where they are automatically down-ended prior to automatic packing; (bottom left) End view of packer after six filled cans have been automatically packed into V3C carton. This picture is at point just prior to down-ending of carton to automatic gluing point.

At gluing unit (top right) a bond of water-resistant glue is quickly applied to top and bottom flaps simultaneously. Carton then moves past automatic counter to loading point; Wrap-around wirebound crates (middle right) are applied over filled cartons that are destined for ports whose handling facilities call for such protection. Other cartons are shipped without any further protection. Filled cartons on pallets (bottom left) move on trailer trains for dockside and waiting ocean freighters.



proportionately is an achievement worthy of study and emulation wherever possible.

How was this meritorious achievement accomplished? Not through wishful thinking or with a flourish of a magic wand. It was conceived, blueprinted and placed into productive operation through a strict adherence to the Paulsboro standards. The men of the Package Division in coordination with many others at every level of operation in the Socony setup, worked hard to overcome the handicaps besetting the filling procedure then in use.

Former Method

The old method was carried out in this manner: Cans flowed along the conveyor line to the filling point—some orders call for kilos, some for liters, some gallons and some Imperial gallons. Once past the filling point, the cans were capped, then sent to the packaging plant. Here, a peculiar problem induced by the physical make-up of the can and the use of a certain type of container presented itself. On top of the can is a handle, made of light metal, designed for easy carrying when the can is used. In shipping it was found that unless the handles were aligned so that they could be protected, normal transit shock would result in twisted, bent grips.

For that reason, case filling—six cans to a case—had to be done by hand, resulting in a time consuming, manual labor operation. Once packaged, the cases were closed addressed and sent down the conveyor to another manual operation, the stacking of cases onto pallets that were then loaded onto trailer trains for movement to loading points.

This operation, as evidenced by the figures of yearly output, was productive, but it left much room for improvement. It required many manual operations, tying down a large labor force that could be utilized elsewhere.

A major road block limiting production was

the use of the old case. No automatic high speed equipment for making and packing was available. Also, the containers were heavy, costly and cumbersome. With the introduction of V3C cartons, experimental shipments were made and research work was done at Containers Laboratories, which resulted in eventual replacement of the older shipping method with V3C cartons. This enabled the consideration of automatic packing equipment.

After investigation, it was found that an adaptation of a Standard Knapp Packer would enable cans to be knocked down and twisted so that they would flow into a top opening carton in two rows with handles of each row facing in towards the other row. This set-up permits ample protection for the handles in shipment by the placing of a single wood block between the two rows to guard against damage caused by shock.

Again study, observation and planning went to work on solving other road blocks. Cans were embossed by the can manufacturer with specific grades and contents so that no time was lost at the filling point.

Automatic Operation

Box closure—top and bottom with waterproof glue—is now fully automatic; stencil addressing and automatic carton counting at the start and at the end of the filling and packing point save additional time. New loading procedures such as the use of side arm grab fork lift trucks and palletizing of cartons as they come down the conveyor have reduced the loading force. A great saving in man power was accomplished at the loading wharf through the use of forklifts.

The Paulsboro men, in doing this thorough and profitable revamping, utilized outside help where it was needed. Consultants from Container Laboratories, Inc., developed container specifications. When it was found that handling

(Continued on Page 29)



Ocean cargo vessel (far left) being loaded with lubricants at the Paulsboro refinery's packaging department dock. More than 50 railroad cars (left) arrive and depart each day at the refinery's 15 miles of railroad track.



D. R. Dominie's

LISTEN, MR. T. M.

MOTOR FREIGHT IS ADMITTEDLY an indispensable and invaluable segment of our transportation system. By many standards, trucking could be called the backbone of American distribution, the key and instrumental factor in sustaining low costs, fast, and economical movement of both raw materials and consumer goods.

The growth of motor transportation has been so fast, and in many instances, so competitive that many of the finer points have either been just let go or have been overlooked in trying to accomplish the job at hand. Up until the last few years, motor transportation, although completely satisfactory from the stand point of the shipper, has been negligent in devising systems and procedures for more rapid and, in all probability, more economical handling from their own end.

At its inception, motor traffic was so competitive that the handling of the material was haphazard, undependable, and almost on a day-to-day basis insofar as survival of the various carriers was concerned.

Today, we find that the survivors of the terrific competition for supremacy in the trucking industry have reached a point where they are, by and large, modernizing their terminals and their equipment. Many, many mergers have taken place, indicating that the trend in the future will be to have several trucking lines servicing the majority of the country or portions of the country, instead of having

many carriers servicing the same point. Although healthy competition will still exist, it does mean that a shipper will be able to pick reliable carriers and count on moderately accurate running time for his shipments.

The rate structures for these carriers have become less complicated, which is a tremendous aid to the shippers.

★ ★ ★

However, in this expansion and modernization of the trucking industry, very few shippers have given any semblance of aid to the trucking industry itself. For some reason, shippers tend to regard truckers as a necessary evil, and treat them as such, rather than regarding the service as a definite aid to their own shipping function which it is.

We have often heard the cry that the trucking concerns are creating traffic jams in and around major cities; that they

their commodities, and, in effect, the testaments of their industries have not done a thing the way of helping the trucking concerns in their fight against this stigma.

The majority of concerns in the United States have shipping departments which pack their material in the morning and call for truck pick ups in the afternoon, probably starting around three o'clock. This is common practice. This is practice which has been followed since the beginning of transportation. The truckers, because they are on a highly competitive basis, have always gone along with this method of picking up the material. Now, with our crowded highways and our traffic problems, the policy of picking up shipments in the afternoon creates a definite problem because in any large city, trucks are picking up material, backing into loading platforms, and congested areas just when the afternoon and evening traffic rush are on.

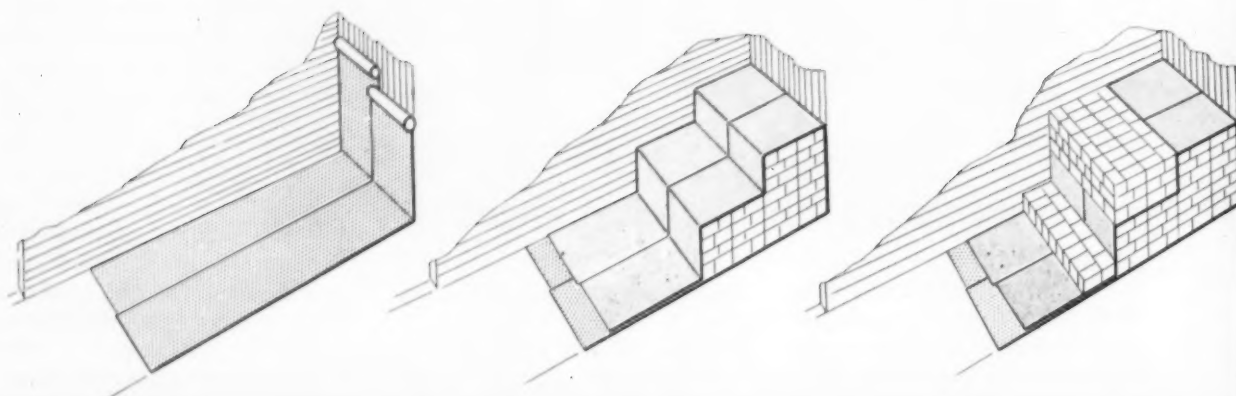
This practice is bad for three reasons. One, it means that the shipper must devote a large part of his time in the afternoon and at closing time to getting material on the trucks so that they, themselves, may go home. Two, it does create and add to the traffic problems in the large shipping centers. Three, it means that the truckers must, after picking up the material, return to their terminals late, unload, break bulk and get material onto out-going trailers at night. This means that the truckers work, in some cases, until midnight

(Continued on Page 24)

Staggered Freight Pickups Will:

- Relieve Traffic Jams
- Ease Loaders' Burdens
- Speed Truck Loading
- Cut Delivery Time

are ruining our roads; and they are a hazard on the highways, or similar accusations. The trucking companies have tried to break the stigma which has been attached to them. Their problem is that the people they serve, the companies and the shippers and the receivers which they serve and which are called upon to help in the transportation of



Waterproof Paper Has Come

Used In Carload Unitization Its Toughness and Durability

- Reduces Damage & Breakage
- Keeps Product In Saleable Condition

EXTENSIVE DEVELOPMENTS IN THE FIELD of waterproof papers in the last decade have resulted in the production of tough, durable papers which are highly effective for a wide range of uses in protecting package goods in shipment and in storage.

This is especially true in the relatively recent development of the unitized method of car loading with waterproof paper as the retaining binder or "sling," to prevent shifting of the box car contents in transit. The expanding use of the unitized method has been found to be one of the most effective means of reducing the high economic waste of goods damaged in shipment.

Recommended by the American Association of Railroads, the retaining paper method of loading has been in use less than ten years, but in that brief span it has proved to large-volume shippers of carton packaged can goods that breakage and damage is substantially reduced at a relatively low cost of the waterproof paper and labor. A further tangible, but highly important economic advantage, is the "satisfied customer" who receives his commodities in saleable condition at a time he needs them to maintain a full inventory. This prevents "lost sales" from empty shelves while the warehouse is loaded with damaged goods.

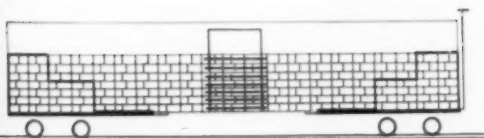
The staggering cost to American business in

freight damage loss is shown by the cold statistical figure that in 1953 the amount was \$111,400,000. For the first six months of 1954, the Association of American Railroads reports \$53,577,564 in claims paid by member carriers. This reflected a decrease of 1.4 percent from the total of \$54,725,989 paid in the last six months of 1953. But in the opinion of authoritative freight traffic experts of the carriers, the yearly total represents only the actual dollar loss and is merely one-fifth of the total economic loss. It is estimated that the overall economic loss to business and industry annually approximates \$557,000,000 caused by failure to meet markets; loss of inventory and concealed cost of filing freight loss claims.

Comparative Cost Figures

A simple illustration of one advantage of the waterproof paper retaining method of car loading is the comparative cost figures. It is generally estimated that it costs from \$3 to \$5 for the quantity of waterproof paper needed for unitized loading, depending upon the type of goods shipped and the quality of paper required. By contrast, it costs from \$6 to \$7 to file a freight loss claim for damaged goods, regardless of how small the amount of money involved.

The high annual cost of freight damage is



Start paper on car floor (far left) approximately six feet from doorway; bring paper up ends of car to point a few inches above the top of the load; roll up paper and tack to end of wall. Load containers (center) by bonded block method; stow containers in first two blocks to full height; stow containers in next two blocks to half height of load. Then roll paper tightly over the containers and bring the ends forward along the floor as illustrated. Continue stowing the retainer of the load (left) in bonded block units, so as to hold the paper tightly in place. The above cross-section of the completed load shows the position of the retaining paper.

Into Its Own

leading more and more shippers to adopt the unitized method of loading. Among its strongest advocates is John A. Warren, recently appointed technical advisor to the packaging division of the American Management Association. Mr. Warren joined AMA October 1, after many years of outstanding service as packaging consultant for American Home Products which does annual business of \$350,000,000 in food, drug and household products.

Mr. Warren explains that he recommended the use of waterproof paper for lining box cars to prevent damage from rain, and snow as far back as 1920. Waterproof paper has been described as the "lowest priced, most versatile protective material available for industry," but Mr. Warren extends this definition by saying that it is the "strongest paper than can be used. There isn't any better material than asphalt to block out water, and with waterproof paper being laminated by asphalt there is no better material available to protect goods in transit from the elements."

Like all packaging and freight traffic technicians, Mr. Warren has been concerned with finding a solution to the problem of shifting and

Unitized doorway load (right) shows the method of bulkheading a load of bags in each end of a box car. This unitized load in the doorway area also permits adequate doorway protection, which prevents the individual units from coming in contact with the doorway and doorpost in the car and eliminates the necessity of providing additional doorway protection.

crushing of cartons loaded in box cars. In 1949, after considerable research and experimentation, he recommended to American Home Products the adoption of the paper retaining method of unitized car loading. Since then he has been and still is an ardent advocate of this method as a means of reducing to a minimum freight loss from damaged goods.

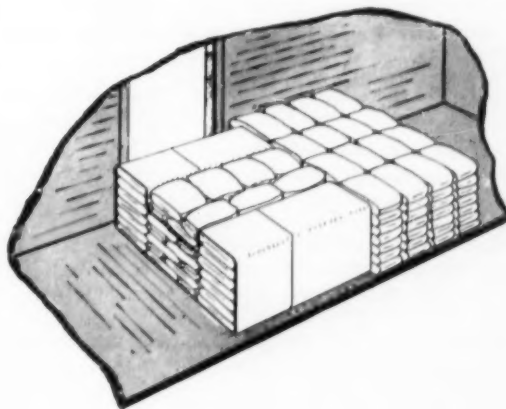
Reduce Damage To Cartons

Freight costs, he says, averages two percent of the selling price of a product; so it is essential for maximum profit for the goods to arrive at the point of sale in the best possible condition. After adopting the unitized system, Mr. Warren says damage to cartons was considerably reduced, resulting in substantial savings to the consignees, and the shipper. The strong, pliable retaining paper, which reduced the shifting of cartons to a minimum, permitted canned goods to arrive at their destination without dents and without torn and marred labels. Seventy percent of food products are sold in supermarkets, Mr. Warren points out, and damaged cans and products with scarred labels will not sell if placed on the shelf. This results in additional loss because of the necessity of re-labeling and the cost of return freight on the damaged goods.

"In my opinion," Mr. Warren says, "the waterproof paper retaining method of unitized loading offers a most efficient and economical system of shipping canned goods. If there is any damage or breakage of bottles or cans, the waterproof paper serves as an excellent barrier to localize the damage and prevent seepage and consequent damage to other cartons which otherwise are in good condition. This means a substantial gain to the shipper, the railroads, and, most important, to the consignee."

The paper retaining method of loading is a simple method of lining part of the floor of a box car with strong waterproof paper and folding

(Continued on Page 27)



NEW PRODUCTS IDEAS SERVICES

→ FOR JANUARY, 1955

Marginal Punched Stencils

Weber Label and Marking Systems are now in production on a new continuous marginal punched stencil. Called the Continue-Matic, these stencils have a printing capacity of 3-1/4" wide by 2" deep and are primarily designed for preparation on automatic tabulating equipment or on electric or manual typewriters. They are made to be used with the firm's hand marking devices and machines to address shipments.

The stencils are made in continuous form on a standard marginal punched carrier sheet. They are perforated every 3" for easy separation to be used with the Tab-O-Graph Model K machine for addressing preprinted tags and labels or the Web-O-Print Model RJ-1 hand printer for address-



ing direct to shipping containers. It permits addressing at a rate of 150 per minute. They have a carbon sheet between the stencil and the carrier sheet so that copy on the stencil can be proof read even when typed without a ribbon.

To prepare the continuous marginal stencil on automatic tabulating equipment, the name and address punched cards used for preparing orders, can be rerun in the same sequence through the tabulating machine to automatically prepare the stencils with the ship-to address. The stencil can also be prepared on tape control typewriters or on machines using embossed addressing plates.

Check #43 on card facing Page 4.

Tire Traction Plates

A traction assembly for trucks, consisting of easily-applied spring steel plates which flex with the tires to provide safe, vibrationless operation at



normal speeds, is announced by Tractioneer Company. The traction assembly is designed to bring trucks through safely and on time in spite of snow, ice, mud or other adverse surface conditions. Drivers can equip their rigs in a matter of minutes with the Trac-Plates.

A Boss-Spacer replaces the ordinary spacer on spoke hubs between dual wheel mountings. Once in place, this rugged fixture is always ready to engage the bolts for securing the plates to the tire threads. The spring steel plates with cleats are drawn down into locked positions on the tire treads by means of leverage gained as the bolts are tightened. For Budd or disc wheels an adapter is available. The plates function as an integral part of the dual tires. Individually applied plates permit use of as many as are necessary for the driver's particular purpose. The Tractioneer assembly is built to last the life of the truck or other vehicle.

Check #70 on card facing Page 4.

Aluminum Skid

Harvey Aluminum has developed a strong, light-weight aluminum extruded skid structure to facilitate the handling and shipping of heavy industrial machines and equipment.

The skid is made from standard shape extrusions cut to length, and Harvey's new high-strength aluminum alloy, 66s-T6 (6066-T6), is used throughout.

The extruded skid is 60 per cent lighter than comparable skids and can be used with any type of handling equipment, such as lift jacks, lift

trucks, cranes, rollers, dollies, casters, etc.

The skid can be assembled and disassembled in a few minutes using a standard wrench or pliers. Skid beams are constructed with T slots for standard nuts and bolts, permitting easy adjustment of size. A special extruded accessory beam, also, is available to secure separate motors, attachments, and accessories. The cross beams, accessory beams, and anchor studs, can be placed in any position without modification or drilling of holes.

With a load concentrated in the middle of the two runner beams, the standard S-1 model will support a six-ton load. As the load is spread out away from the center, the load holding capacity increases to ten tons. A skid beam 3-1/8" x 4-1/2" is equivalent in load holding capacity to an 8" x 8" hardwood beam. Capacity can be increased greatly by using more beams. Special heavy-duty, larger-capacity, aluminum skid extrusions can be furnished upon request.

Check #40 on card facing Page 4.

Cushioning Material's Expanded Use

Co-ro-tex, the cushioning material, is now available in thicknesses up to 4 inches. Mr. Edwin C. Metcalf, president of the Columbian Rope Company



had announced. A new process of vulcanization has increased the range of available thicknesses, widening the possible packaging uses for this latex impregnated curled coir fibre.

Columbian developed a unique "con-
(Continued on Page 25)



Careful marking, inspection and handling at loading point (left above) by carrier personnel helps decrease loss and damage resulting in costly claims. Well-stocked trunk of typical carrier claims



investigator includes many types of equipment, all having been proven useful in loss and damage investigations. Use of trained investigators help carriers check validity of claims.

How Shipper Can Do His Share To Minimize Freight Loss And Damage

WHEN A CLAIM IS ENTERED for damage compensation, it represents economic loss to those concerned. If the claim is approved, it is a financial loss for the carrier; if it is rejected and the shipper is proven responsible, the monetary loss is his. In every case, the receiver loses since he does not have his goods when he needs them. Naturally, good will and feeling is strained on all sides.

When a shipment is damaged there must be an investigation to determine cause and responsibility. Thousands of claims are filed daily with rail, motor, air and water carriers. Some of these claims are declined, many causing controversy and litigation. It is desirable for all parties concerned to seek the most favorable solution to the problem of reducing loss and damage.

Shipper Plays Important Role

The shipper can, and must, play an important part in this campaign to make the transit of goods more efficient. He should realize that the responsibility for properly preparing each shipment to withstand damage from normal handling during transit is his. Investigation has shown that the employees of shippers and consignees are often careless in the handling of shipments and many a matter requiring considerable skill. Large indus-

claims filed with carriers for concealed damage undoubtedly result from rough handling other than by carrier employees.

The American Trucking Association, in a pamphlet issued by the Freight Claims Sections, offers some suggestions from carriers handling a large volume of merchandise traffic. These helpful points are well worth setting down here in some detail. They are: (1) Design or buy a package which will protect the goods in transit; (2) Use sufficient interior packaging; (3) Close the container with a good quality gummed tape, fasteners, strapping, etc; (4) If possible, use new packages but if packages must be reused, take care that they are not crushed or broken, and obliterate completely all old markings; (5) Use proper precautionary markings, but only when they are necessary; (6) Container should show correct shipper and shipping point; (7) Be sure that all containers are clearly and legibly marked with consignee's name and address; (8) Prepare complete bills of lading that are clear and legible; (9) Be sure your shipment is properly routed.

Proper Packing Needs Skill

In elaborating on these points the pamphlet says . . . "Proper packaging of any commodity is



Forward looking carrier attempts to prevent loss and damage before it occurs by making company personnel prevention-conscious. Bulletin board (left) lists latest safety campaign literature.

trial concerns employ packaging engineers to design their containers and packaging. Others employ package testing laboratories to perform this service for them. Avoid container bargains, with quality sacrificed by weak walls and cheap construction. The container is the first thing your customer sees. Shippers who find it economical to re-use old containers often sacrifice customer good-will. If the product is worth shipping, it is worth shipping in a neat and serviceable container."

On point 2 . . . "A strong serviceable outer container is not enough to prevent damage from normal handling in transportation. Unless the merchandise within the container is protected from movement during transit and protected from injury by shock, damage will result."

Closing A Container

For closing a container properly . . . "A container is only as good as its closure. Use the best closure available for your container to insure against it coming open in transit. Check to be sure that the closure is properly applied where it will afford the greatest protection."

On point 4 . . . "While the re-use of old containers should be avoided, if it is necessary to use them, all old markings other than those which clearly designate your own identification should be completely obliterated before re-marking with your name and address, name and address of consignee, and those numbers which will serve to identify the consignment."

Point 5 . . . "Many shippers will order containers with precautionary markings such as 'Fragile', 'This End Up', etc., when actually such precautionary marking is not required in connection with the commodity for which the container will be used. This results in carrier employees developing a careless attitude toward such precautionary

marking. Some shippers of paper and other products which require no precautionary marking will use containers marked 'This End Up' when actually they mean to advise their customers to 'Open This End' for convenient removal of the contents. Always use precautionary markings when necessary but be sure to omit them when they are not essential."

The use of preprinted containers with shipper's name and address on them becomes misleading when the shipment **DOES NOT** originate from the printed point. It is much easier to clear shipments which have gone astray when the actual address of origin is on the container rather than a printed main plant address. (For instance, X Company may have its containers imprinted with the address of its main plant in Chicago and use those containers when originating shipments from branch plants in Los Angeles or St. Louis).

Mark Everything

Point 7 is quite important and the shipper should try to follow these suggestions as closely as possible . . . "The carriers tariffs require shippers to plainly and durably mark, stencil, or tag each package, bundle or loose piece of LTL freight, except under certain conditions not pertinent to this discussion. Additional requirements are as follows:

a) The marks must include the name of only one consignee and of only one address at one destination.

b) When consigned to a place of which there are two or more of the same name in the same state, name of county must be shown.

c) When consigned to 'Order' or 'C.O.D.' each package must be so marked and further marked with an identifying symbol or number which must be shown on shipping order and bill of lading.

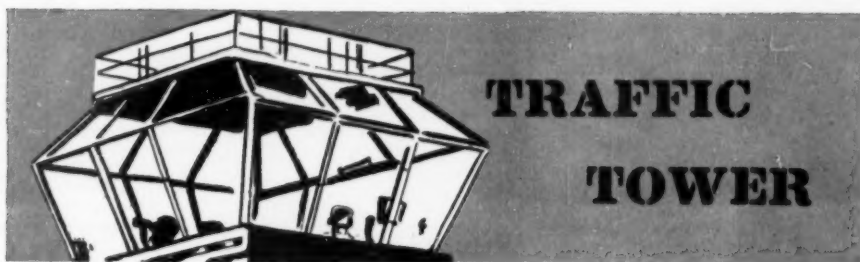
d) Packages containing fragile articles or articles in glass or earthenware must be marked 'FRAGILE-HANDLE WITH CARE,' or similar precautionary marks.

e) Old consignment marks must be removed or effaced. Marks must be compared with shipping order or bill of lading, and corrections, if necessary made by shipper before receipt is signed.

f) When consigned for 'Export' the name and address of broker or agent at point of export must be shown.

g) Labels should be securely attached with glue or equally good adhesive.

(Continued on Page 26)



AROUND THE TRAFFIC WHIRL: THE WOMEN'S CLUB OF NEW YORK, INC. heard Mr. Howard S. Kennedy, special representative of Moore-McCormack Lines, Inc., speak on the topic "Your Ships and Your America" at their "Steamship Nite" meeting at the Park Sheraton Hotel.

AIR EXPRESS INTERNATIONAL CORP. announced the appointment of Curt Crowell as Traffic Manager in charge of its newly formed domestic Traffic Department.

NORTH AMERICAN AVIATION, INC., of Los Angeles, Calif. through Traffic Manager Clint E. Umphress, (far left) revealed that three mem-



bers of its traffic department, (left to right) W. E. York, A. L. Anderson and F. M. Thatcher, have been granted certificates permitting them to practice before the Interstate Commerce Commission.

LOS ANGELES HARBOR DEPARTMENT signaled the culmination of fifty-two years in transportation and shipping with the retirement of Department Traffic Manager T. G. Maddox. He was the harbor's traffic manager since July, 1948, where he was his task to direct special rate studies and, by solicitation of new accounts, increase general cargo commerce through the port. Mr. Maddox is a member of the Los Angeles Transportation Club and the National Industrial Traffic League, among others.

AMERICAN CYANAMID COMPANY'S Organic Chemicals Division announced the appointment of Charles

F. Neuhaus as traffic supervisor. Mr. Neuhaus has been with the division since 1946. He is a member of the New Jersey Industrial Traffic League and the Raritan, N. J., Traffic Club.

GRACE LINE has announced the appointment of Norman A. Maxon as Freight Traffic Manager to succeed William St. Amant. Mr. Maxon has been with Grace Line since 1937 and was Assistant Freight Traffic Manager until his present promotion. He has been associated with sea freight movement for thirty four years.

THE TRAFFIC MANAGERS CONFERENCE of Southern California will have Mr. Fred G. Gurley, president of the Santa Fe Railway, as guest speaker at their annual dinner at the Biltmore Hotel, Los Angeles.

KENNETH H. JAMIESON has been named general traffic manager of Eastman Kodak Company, Donald McMaster, vice-president and general manager, announced recently.

Mr. Jamieson, who was assistant general traffic manager, succeeds Charles H. Vayo. The latter retired after 40 years of service with the company.

Francis P. Ryan, formerly assistant to the general manager has been appointed an assistant general traffic manager. **John F. Coyle** will continue as an assistant general traffic manager.

THE WOMEN'S TRAFFIC CLUB OF SAN FRANCISCO held a meeting in the Montclair Restaurant of that city where they heard a special officer of the San Francisco Police Department speak on the subject of narcotics. . . . At recent meetings of the **LOS ANGELES TRANSPORTATION CLUB**, members saw a new, full color-sound 28-minute film telling the story of the long-haul driver and how he gets his truck over the road. Additional commentary on the film was made by J. J. Hesselbrock, assistant to the president, West Coast Freight, Inc. Other events included a speech by **James L.**

Straight, Director of Membership and Community Relations, California Manufacturers Association. Mr. Straight's topic was "California At The Crossroads." The meetings were held in the Music Room of the Hotel Biltmore. . . . **THE SOUTHEAST TRAFFIC CLUB OF LOS ANGELES, CALIF. INC.** heard Col. Carl F. White, Collector of Customs, Port of Los Angeles, speak at its recent 2nd Annual "Steamship Night." The meeting and dinner was held at the Trianon Ballroom. . . .

Packing a Punch

(Continued from Page 7)

passenger subway lines in the city—the shuttle between Times Square and Grand Central Station.

Another strong voice for this approach to traffic problem solutions is that of R. C. Sollenberger, Executive vice president, Conveyor Equipment Manufacturers Association. Just recently he told a meeting of the American Materials Handling Association that "from the engineering standpoint it is completely feasible to transport goods from suburban air, rail and truck terminals to downtown stores and shops.

"Such continuous flow could be maintained either below or above street levels. If below, tunnel dimensions would need be but little larger than those for sewer lines or those for other utilities. If overhead, structures would be light and could be designed to blend well with the architecture of the areas through which they would pass."

He said that much of the traffic congestion in downtown centers is due to trucks that now park at the curb and block off the street.

"In big cities we have piled people on top of each other in more than a hundred stories," he said, "and still we try to bring everything we need on the same streets as we had when there were only one-story shacks and not many of them.

"The continuous conveyor comes the closest to meeting the traffic challenge that has been created by expanding our living and working space vertically."



A piece of insulating material (far left), cut to fit the interior of the package and contoured to fit the brake assembly is placed on the bottom of the container after the required two cartons and foil bag have been assembled and placed inside the master. An insulated, shock absorbent dowel is placed through the hollow core of the brake assembly (left) with a contoured square of the same material about to be placed over it. The 250-lb. assembly is lowered (below) by hoist into the prize-winning export container. Through a mix-up of information, the Nov. issue of SM erroneously reported that another container had been named "Best in Show" at the SIPMHE competition — that award was won by this container designed by Mr. Gustin.

Details of SIPMHE's "Best" Container

THE OVER-ALL EFFICIENCY of Bendix Aviation Corporation, as indicated in the "Shipping Department of the Month" story in December's SM, was further spotlighted during the recent Protective Packaging and Materials Handling Competition sponsored by SIPMHE.

The Irving J. Stoller Award for the outstanding package in the show went to a package used by the Bendix Products Division to pack \$1300 brake assemblies. The package was entered by Earl K. Gustin, package engineer for the Division and a frequent winner in the annual contest.

Before winning the coveted award as "Best of the Show" in competition with shipping containers of all types and materials, the package won first prize in the export package classification.

The package meets rigid government specifications. It consists of three contoured pieces of protective cushioning material (Cadbloc made by the Celotex Corp.), an inner carton enclosed in a chemically treated foil bag, an outer V-board carton, and a sturdy wirebound master container with all-bound ends.

For non-government shipments direct to users, the same aircraft brake assembly is packed in a slightly smaller wirebound box of identical design and with only the protective cushioning material, thus eliminating the two cartons and the foil bag.

In submitting his entry in the export contest, Gustin stressed:

"It is not over-packed."

He explained that the brake assemblies are

shipped to the armed services as spares for possible long-time storage, or directly overseas.

This packaging, he explained, is done in conformance with Section 5, Spec. MIL-W-5013B, the method designated being IA8, in this instance a modified Method IIB, less desiccant. The outer V-Board container is sealed with tape conforming to Spec. JAN-P1127. The IA8 specification requires the quick leak test after the drop test and this the prize winning package passed with flying colors.

For export, the two cartons and foil bag sandwiched between them are assembled and placed inside the wirebound master container. A square

(Continued on Page 27)



NEWS - PROMOTIONS

of companies and associations

WIREBOUND BOX MANUFACTURERS ASSOCIATION reveals that another 109 technicians of member companies have graduated from its technical training course. The course, which has had 380 graduates since its inception, covers design, specifications and testing of wirebound boxes and crates for industries of all kinds.

AIRWORK ATLANTIC, a new division of Airwork Limited, will begin all-cargo trans-Atlantic flights in the near future. Skymasters will be used initially, with two flights weekly in each direction being planned. Three DC-6A Liftmasters, capable of carrying more than 15 tons of cargo, are on order with delivery expected by early 1956. The service, the only British flag all-cargo trans-Atlantic operation, will operate from Milan, Frankfurt, Geneva, Zurich, London and Prestwick, to Gander, Montreal and New York. IATA rates will be charged.

THE PRESSURE SENSITIVE TAPE COUNCIL announces the election of **Clarence I. Lee**, head of Hampton Manufacturing Co., to the post of president. Council member companies include: Hampton, Behr-Manning Corp., Minnesota Mining & Manufacturing Co., Mystik Adhesive Products, Permacel Tape Corp., The Seamless Rubber Co., Technical Tape Corp., U. S. Rubber Co., and Van Cleef Bros., Inc.



C. I. Lee



N. J. Conner

BABCOCK & WILCOX CO. has appointed N. J. Conner manager of its New York District office. Mr. Conner, a member of ASME, has been assistant district manager since 1946.

THE CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION has elected a new slate of officers for the coming year. **Jervis C. Webb**,

president and general manager of the Jervis B. Webb Co., was elected president. He succeeds **R. F. Tomlinson** of the Oliver Corp., A. B. Farquhar Div. Other officers included: **R. C. Sollenberger**, re-elected executive vice-president and will serve as chief staff executive in the association's Washington, D. C. headquarters; vice president—**Fred S. Wells**, vice-president, Stephens-Adamson Manufacturing Co.; treasurer—**E. E. Boberg**, sales manager, Standard Conveyor Co.; secretary—**R. B. Maas**, president and general manager, Screw Conveyor Corp. Directors are: **D. E. Davidson**, vice president for sales, Link Belt Co.; **J. H. Walker**, president, Fairfield Engineering Co.; and **A. W. Rich**, president, Fairmont Machinery Co.

MOUNTAIN WATERPROOF PAPERS, INC., Worcester, Mass., manufacturers of asphalt-laminated waterproof papers, has added an industrial packaging design and manufacturing division to its present operations. The new division will design and manufacture to users' specifications semi-machine and hand-made paper bags, covers, hoods, liners, slips and a complete line of industrial packaging materials and products, all sizes and strengths for use in protective packaging, shipping, storage and warehousing of industrial products. **J. F. Gill** is plant manager and **A. C. Clough, Jr.**, is general sales manager of the new division, with offices in Worcester and Malvern, Pa.

HINDE & DAUCH announces the retirement of **Matthew H. Bradley**, Akron representative for the firm. Mr. Bradley was associated with the company for thirty-five years.

NATIONAL METAL EDGE BOX COMPANY announces the following promotions: **Malcolm P. Junkin**, formerly Vice President in Charge of Sales and Development, has been named Senior Vice President; **James Eiseman**, former Secretary-Treasurer of the Corporation, has been appointed Vice President; **Charles Paist, 3rd**, who was appointed Director of Sales last year, was given full responsibility for all sales functions. Mr. Junkin has been associated with the firm

since 1928 when he joined them as a packaging engineer.

RISS & CO., Kansas City truck carrier serving 22 states, has added 1400 trailers and 500 diesel tractors to its



Striking aerial view of the new Riss fleet shows the latest acquisitions — 500 diesel trailers and 1400 trailers — lined up outside the company's terminal.

fleet. Most of the trailers were manufactured by the Freuhauf Trailer Co., with General Motors Truck & Coach Division handling the tractor order. The cost for this job was set at \$14,000,000.

STONE CONTAINER CORP. announces that production has been approximately doubled at its Philadelphia box plant on completion of an expansion program: **David R. Lepper**, vice president in charge of the firm's Eastern Division, reveals that an increase of about 35% has been achieved in floor space area and that new machines have been added. Prominent among the latter are: a 350-foot-long corrugator that fabricates container board 95 inches long; four box processing machines including a printing press, a slitter, a die cutter and a folder-stitcher; and a new power plant with automatic oil furnaces.

GENERAL BOX COMPANY'S Board of Directors announce that **W. C. Embry**, Vice President and Director, will devote his full time from now on to planning activities of the company in the corrugated container field. **O. D. Lloyd**, formerly Sales Manager of the Louisville Corrugated Box plant, has been given full charge and responsibility for sales and production of the new Louisville plant to free Mr. Embry for the new assignment. Mr. Embry will continue to make his office in this plant.



TUNING IN



Cornell U. Names Wright to Air Transport Dept.

The appointment of Dr. T. P. Wright, vice president for research at Cornell, as professor of air transportation in the university's School of Business and Public Administration, was announced by Edward H. Litchfield, dean of the school.

Dr. Wright, president of the Cornell Aeronautical Laboratory in Buffalo and former head of the Civil Aeronautics Administration, will conduct seminar work in air transportation.

Dr. Wright entered aviation in 1918 as an ensign in the Naval Reserve Flying Corps. He joined the Curtiss Aeroplane and Motor Company in 1921, became vice president of the successor Curtiss-Wright Corporation and general manager of its airplane division in Buffalo.

SIPMHE Philadelphia Group Discusses Palletizing and Unitization

The benefits of palletizing and shipping in Unit Loads were the topic of a panel discussion at a recent meeting of the Philadelphia Regional Division of SIPMHE. Participating in the discussion were: Walter Garrett, Brainard Steel Co.; John L. Webb, Pennsylvania Railroad; William Fithian, Robert Gair Co.; and Robert Knapp, Signode Steel. Mr. Garrett presented a sound film demonstrating semi-automatic and hand-strapping methods used to unitize a load. Mr. Knapp presented a sound film describing the work entailed in developing the present method used in steel banding of logs. Mr. Webb felt there would be an increasing use of pallets and skids, and thought that if the volume of unitized loads increased, freight rates may decrease. Mr. Fithian discussed the savings obtained by the use of paper expendable pallets.

The Illinois Division of SIPMHE is preparing for a talk by J. G. Green, Baker Industrial Truck Co., on "Selling Packaging & Material Handling Solutions and Cost Reductions to Top Management" at its next meeting. The Division is planning tours to the Electromotive Division, General

Motors Corp., La Grange, Ill.; and the Continental Can Co. of Milwaukee, Wisc.

English Play Host With International Packing Show

The largest exhibition of packaging ever organized in Britain is scheduled for London between January 18 and 28, 1955. This, the fourth International Packaging Exhibition, is expected to draw buyers from many overseas countries.

Since the last exhibition, held in January 1953, there have been many advances in materials, methods, and machines for packaging. The best of these will be spot-lighted next month when new plastic materials and new ingenious methods are featured at the show by Britain's leading firms. Electrically-operated and electronically-controlled machines will reveal how science is lowering costs and improving appearances at the same time.

Solutions to many packaging problems will be demonstrated, whether they concern protecting items for export to the tropics or the Antarctic—hermeticallly sealing automobiles or hard candy.

The organizers are Provincial Exhibitors Ltd., in collaboration with the Institute of Packaging.

New Jersey AMHS Chapter Hears Talk on Safe Handling

At a recent dinner meeting of the New Jersey Chapter of the American Materials Handling Society, Inc., held at the Military Park Hotel in Newark, Mr. C. W. Meldram, general manager of the George Industrial Equipment Company of New York, spoke on safety and followed his discussion with a film entitled "Safety Saves."

Mr. Meldram was in charge of material handling and depot operations at Wright Field, Ohio, during World War II. He has been associated with materials handling for over 18 years, and for the past five years has been chairman of the American Standards Association's safety code committee for industrial trucks. He also has served as chairman of the Air Cargo Advisory Committee of the National Security Industrial Association.

Three-Way Campaign To Cut Handling Costs Outlined For Receiver

THE EFFORTS OF INDIVIDUAL INDUSTRIES to cut transportation costs have been aided greatly through increasing using of associations, educational committees and research groups. One such organization, the Gypsum Association, through its materials-handling committee, has launched an aggressive triple-target campaign designed to (1) slash dealer unloading costs, (2) speed up delivery service and (3) reduce safety hazards.

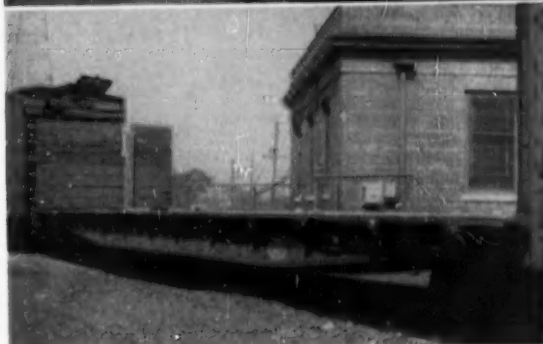
The campaign, according to Lloyd H. Yeager, general manager of the Association, is being directed to building-material dealers as well as the railroads. The gypsum group, Mr. Yeager said, expects to work closely with the National Retail Lumber Dealers Association on certain phases of the program.

Pioneer Unit Loading System

In its efforts to render more efficient service and simplify dealer unloading, Mr. Yeager pointed out, the gypsum industry has pioneered the system of unit loading in the building industry to parallel and capitalize on the growing use of mechanical unloading equipment. This scientific unit-loading, he added, has already saved the dealers hundreds of thousands of dollars in unloading costs. Plans are now being made to foster further improvements in the techniques of loading and unloading.

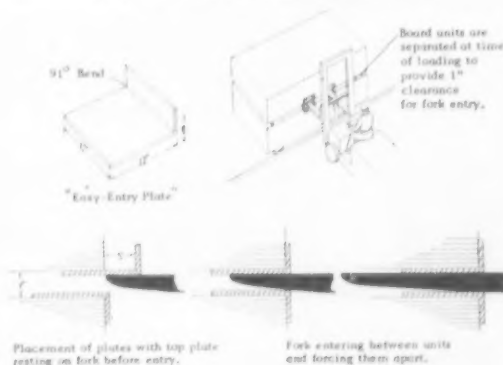
To help dealers reduce time and expense of unloading, the Association's materials-handling committee will advise them on the most efficient equipment and methods. It will, for example, suggest the use of "easy-entry" plates in mechanical unloading. These plates are inserted between any units on a pile and permit the forks of the unloader to slide between the plates without damaging the boards. Their use makes it possible for an average-capacity lift truck to unload, by increments, a stack of boards five feet high, and sharply reduces dunnage disposal. The plates,

(Continued on Page 27)



Dunnage and other debris left strewn on cars (above, top) represent safety hazard to train crews, passing trains and persons walking along track; Return of clean cars (above, center) helps preserve cost-savings achieved through unitizing of materials for mechanical unloading (photo above). "Easy-entry" plates enable average fork-lift to unload a five-foot pile of boards. Diagram (below) explains "Easy-entry" techniques.

USE OF "EASY ENTRY" PLATES WITH FORK UNLOADER



BECOME AN EXPERT IN TRAFFIC

The Traffic Executive today is one of the most important and well paid positions in industry and transportation. Thousands of firms need experts on rates, tariffs, regulations, etc.

We train you thoroughly at home in spare time thru the famous LaSalle Problem Method under the guidance of expert traffic authorities.

For nearly 50 years LaSalle has been helping ambitious men get ahead in this interesting and profitable field. Course compiled and reviewed by 175 of the country's leading traffic executives.

Get the facts. Mail coupon today for FREE 48-page book, "Traffic Management—the Fast Growing Profession" and learn of the opportunities in Traffic, and how you can become expert in this field.

**LASALLE
EXTENSION UNIVERSITY**
A Correspondence Institution
417 S. DEARBORN STREET
Dept. 197-T
CHICAGO 5, ILL.

Name _____
Address _____
City _____ Zone _____ State _____

SUBSCRIBERS DESIRING CHANGE OF ADDRESS

Is your magazine addressed correctly? Examine the wrapper, and notify SHIPPING MANAGEMENT MAGAZINE, 425 Fourth Ave., New York 16, N. Y., if you desire any change. Please send back the old wrapper, and the new address, and allow about five weeks for the change.

"LISTEN, MR. T. M."

(Continued from Page 13)

loading trucks and then start over the road at that late hour.

The solution, as we see it, is very simple. It is one that has been adopted by many of the larger shippers of material. Unfortunately, many concerns have not extended themselves to the point of searching for improved methods.

★ ★ ★

The system as used by us, and by many of the larger concerns, is to schedule truck pickups all day long. Working closely with the carriers, arrangements can be made whereby the various trucking concerns are asked to pickup the material, or have a truck at our loading platform, at specified times during the day.

For example, we normally schedule truck pickups starting at 8:30 in the morning. The first trucker is scheduled to arrive at that time, plus or minus a few minutes naturally. The second trucking concern is scheduled for 9:30, a third for 10:30 and so forth throughout the day. This means that we must schedule the operations within our own shipping department so that orders for the carrier who will pick up at 8:30 in the morning are packed starting at 3:00 the preceding afternoon. Orders scheduled for the 9:30 pickup are packed at 4:30 P. M. and up

until 9:00 the following morning.

By carefully watching the volume given to each carrier on a daily basis, we can determine the amount of time normally required to pack the material for each trucker, and so schedule the trucking pickups at our dock.

Now, what have we accomplished by doing this? First, we have contributed to the relief of traffic congestion in our area. Normally at 4:00 p.m. there might be 5 or 6 different trucks lined up, waiting to get into our loading dock. Because they were waiting and we could not handle them at the same time, they would naturally block the street.

Secondly, it definitely relieves our materials handlers and truck loaders of the terrific push at the end of each day. Now, they can easily handle the trucks as they come in with a minimum of effort and pressure, besides allowing them to give a more complete check to the loads so that shortages or overages are reduced to a minimum.

Thirdly, it enables us to designate specific areas in our distribution center where material for each trucking company can be spotted once it has been packed. This eliminates looking all over the place for each trucker's material when they come in.

Last, but not least, it means that the trucking concerns have



COMPARE-
WHATEVER THE JOB...
LARGE OR SMALL...

REDCORE
GUMMED TAPE
DOES IT BETTER

Rexford

PAPER COMPANY
MILWAUKEE 9, WISCONSIN

Branch offices CHICAGO, ILL. • COLUMBUS, OHIO
PHILADELPHIA, PA. • FT. SMITH, ARK. • ATLANTA, GA.

our material and can get out of the city well in advance of the normal evening traffic. It conceivably could allow them to get back to their terminal, in some instances, before noon, have it loaded onto a trailer and in the early afternoon, and send the trailer off much sooner than they usually would. This would allow ample time for the truck to make its over-the-road haul and be ready for delivery the following morning.

The most important factor perhaps, from the trucking stand-point, is that we do not have to keep 4 to 8 carriers waiting for one to three hours to get into our loading dock for their material. By scheduling pickups, they can come in, load their material, and depart with no waiting at all.

Here then is a way in which shippers, if they carefully plan their work and if they have the volume to do so, can not only help the trucking industry, but help themselves and the city in which they are located.

New Products

(Continued from Page 16)

tinuous flow" machine designed to manufacture this cushioning material. The raw fibre, curled coir from Ceylon, is fed into the automatic machine; and high quality, latex-impregnated cushioning is made in one operation. Automatic regulation of the machine insures that each individual coir fibre is impregnated with latex and is firmly bonded to those near it. Auto-controls also hold thicknesses and densities to close tolerances and insure uniform quality throughout the material.

It is claimed the material will not mat, sag or pack down under constant use. It is an exceptionally tough, durable and resilient material. Completely dust-, lint- and odor free, it can be ordered in flat sheets, 25 yard rolls or die-cut to many shapes. It is produced in three densities: soft, medium and firm; in widths up to 72 inches.

Check #50 on card facing Page 4.

MEN — METHODS — MATERIALS

you can

Pack

Anything with




SUPERIOR CUSHIONING

PADS & BLANKETS
and save money, too!

PROTEX pads and blankets give you the maximum interior cushioning protection obtainable and fit virtually any product or assortment you can name! The cost is substantially lower than most other forms of interior cushioning and take only a fraction of the time to pack. Avail yourself of this important money-saving clean method of packing. The protection your products get is superb...resists all forms of shock and protects the finish of the product as well. Ease of packing, availability of ample supplies of packing material on hours notice are important too...you don't have to order far in advance of production or store supplies all out of proportion to their rate of consumption.

Consult us—Present your packing problems to us for complete package engineering design and service by experts. We will show you how to improve package performance and save money too!

WRITE, WIRE, OR PHONE US

AMERICAN EXCELSIOR CORPORATION

1000 N. Halsted St., Chicago 22, Illinois

NATIONWIDE SALES & DISTRIBUTION

When you think of
STENCILS
think of
MARSH



Write today for
FREE HANDBOOK
MARSH STENCIL MACHINE CO.
75 Marsh Bldg., Belleville, Ill.

PRACTICAL HANDBOOK OF
**INDUSTRIAL TRAFFIC
MANAGEMENT**

by Richard C. Colton
General Traffic Manager, RCA Victor Division, Radio Corpora-
tion of America

A clear explanation of
the traffic manager's
work



This new book provides a working understanding of the fundamentals of industrial transportation . . . covering the entire field from the practical operating viewpoint of an industrial traffic manager who has spent 23 years in the traffic management field. **\$6.00 per copy**

SHIPPING MANAGEMENT Book Department

425 Fourth Ave., New York 16, N. Y.

Enclosed is ☐ Check, ☐ Money order. Please send Book to

Name

Address

City Zone State

Position

Company

Check or money-order must accompany order.

Shipper Minimizes

(Continued from Page 18)

h) Marks should agree in every detail with those shown in invoices and bill of lading. All marking should be together and not spread over the face of the case. A prominent place should be given the consignee's name, the destination and the routing; these should be in large letters. Shippers are urged to mark the serial number, bill of lading number, or order number on each shipment and number each package of an individual shipment consecutively and show this information on the bill of lading so the shipment can be readily identified.

Packages are commonly marked with a brush, crayon, label, stencil or tag. Clerks assigned to brush or crayon marking should be able to write or print legibly and the material used should not smear or erase easily."

On clear bills of lading (point 8) . . . "The proper preparation of bills of lading is one of the most important transactions connected with shipping. Any mistake in the entries made on these documents or in transcribing the information on them to the carrier's bills may prove to be costly . .

"Generally it is necessary for the motor carrier to transcribe on its billing all of the data placed on the bill of lading by the shipper. For this reason illegible or incomplete bills of lading often result in delays to shipments.

These are some of the ways in which the shipper can help the carrier reduce these avoidable losses. Naturally, a good deal of the burden and responsibility for damage prevention rests with the carriers alone. Most carriers are vigorously conducting programs of education among their own employees as well as the employees of shippers to further this effort.

One large motor carrier has worked out an effective program designed to eliminate as much as possible the element of chance in handling motor freight. Constant concentration upon the training of employees, drivers, dockmen, freight handlers, and office employees who prepare the records, is one of the most important aspects of the effort to cut loss and damage. This training is carried out in two ways:

- 1) Through personal instruction in the employee's specific duties using manuals, questionnaires, and general dock meetings.
- 2) Persistent reminders in the form of posters, bulletins, payroll inserts, and circulars.

Errors are pinpointed on frequency both to terminals and individuals, and additional training is provided where needed, or other corrective measures are taken.

Three-Way Campaign

(Continued from Page 23)

which are produced from 10 gauge sheet steel and have 4-inch flanges bent to a 91-degree angle, can be manufactured locally at a very low cost.

Recognizing the vital importance of individual cooperation in achieving lower costs of materials-handling, Mr. Yeager appealed to shippers to clean all cars of dunnage and dispose of it promptly. He warned that failure to remove and dispose of dunnage at the point of destination might force railroads to impose drastic regulations that would nullify the inherent savings in the unitized loading system.

Dunnage left on a car returning to the mill, can easily fall on adjacent tracks and cause the wrecking of an oncoming train. Unremoved wire ties and strappings, represent a dire safety hazard to workmen or trainmen whether the car is moving or standing still.

"Best" Container

(Continued from Page 20)

of cushioning material that snugly fits inside the container and is contoured to fit the unit is then placed on the bottom of the container. The aircraft brake assembly is lowered upon it by a hoist and a solid dowel of cushioning material is slipped through the hollow center of the assembly.

Another square of material contoured to fit the top of the assembly is placed in position, the cartons are closed and sealed and the wirebound master container then is closed with wire-loop fasteners and steel-strapped for further protection against pilferage and tampering.

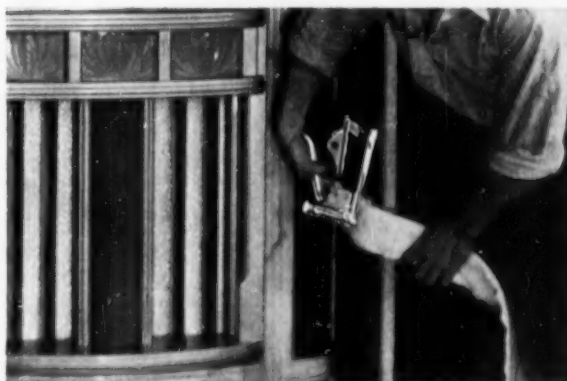
Both labor and material costs are appreciably reduced by the elimination of the cartons and foil bag when the aircraft brake assemblies are packed for domestic shipment to commercial customers. A slightly smaller wirebound box is used and the contoured insulating material is placed directly on its bottom. Packing then proceeds as for export shipment.

Waterproof Papers

(Continued from Page 15)

the remainder of the roll over and into layers of cartons to form a tight "sling." This is done at each end of the car and prevents packages from shifting and falling into the vacant area that always develop at the ends of cars as they are jerked forward and backward while in transit.

The American Association of Railroads in its



Lining Shipping Cases—Only ONE of 1001 Uses of HANSEN ONE HAND TACKERS

TACKING FELT padding in shipping cases to protect shipments, is but one of scores of uses of the Hansen one-hand Tacker. Tagging, carding, lining cases, fastening ester bags to shipping frame, etc. are other applications.

(MODEL T-3-4 HANSEN TACKER)

**FASTER! BETTER!
AT LESS COST!**

Portable. Balanced design. Easy gripping. Rapid action. 36 Models! 80 staple sizes!



A.L. HANSEN MFG. CO.

5027 RAVENSWOOD AVE., CHICAGO 40, ILL.

STOP WASTING MONEY!

GLUE-FAST METHOD SAVES MONEY 4 WAYS:

1. Use ungummed labels, can be part of billing form.
2. Low cost for equipment permits wider use.
3. Specific liquid glue increases efficiency and labeling quality.
4. No maintenance or mechanical parts to consume time.

If you haven't yet investigated the advantages of using the GLUE-FAST LABEL GLUER, here's your chance. Let us show you how, at little cost and NO RISK WHATEVER, you can make more money right in your own plant!



Clip your labels to company letterhead and indicate types of material to which applied, for

FREE 10-DAY TRIAL of GLUE-FAST GLUER shown with supply of recommended liquid glue. Purchase price only \$17.50 complete for 6" Model BX illustrated. Brochure on request

Glue + Fast EQUIPMENT CO., INC.

9-11 WHITE STREET - NEW YORK 13, N. Y. - WALKER 5-0542

Mrs. of GLUE-FAST Label Gluers & Liquid Glues

**JUST PRESS
THE KEY and you
know the postage!**

DETECTO POST-O-METER

• Saves Postage—

The package weighed on this Parcel Post Scale will not carry too many—or too few—stamps.

• Saves Time—

Speeds mailing department flow. Ends weighing bottlenecks. Simply press the zone key. One figure shows the exact postage. No postage-due delays... ever!



WRITE FOR FREE DEMONSTRATION OR DESCRIPTIVE BULLETINS

DETECTO SCALES INC.
540 PARK AVE. • BROOKLYN 5, NEW YORK



Traffic Management In Industry

by Leslie A. Bryan

Director, Institute of Aviation
University of Illinois, Urbana

\$6.00 per copy

Check or money order for \$6
per copy must accompany order

"**N**OBODY in traffic, packing and shipping can complete a study of this book without enhancing his knowledge of this rich and complex field and getting a clear idea of how to set about solving its problems," writes "Shipping Management" of **TRAFFIC MANAGEMENT IN INDUSTRY**.

SHIPPING MANAGEMENT (Book Dept.)
425 Fourth Avenue, New York 16, N. Y.

Enclosed is check ☐ money order ☐ Please send
copies of **TRAFFIC MANAGEMENT IN INDUSTRY** to

Name

Address

City State

Position

Company

pamphlet explaining the paper retaining method of loading has this to say:

"In most shipping containers of bottled and canned goods there is an appreciable amount of slack space within the container itself, often amounting to approximately five-eighths of an inch. Also, due to the overhead weight, the sides and ends of containers bulge in slight or large amounts. These two factors when taken together produce a considerable amount of slack space in a car even though the containers are apparently loaded tightly together.

Loads Unprotected

"During transit this slack between the containers and the slack within the containers is gradually squeezed out and space accumulates, usually at the ends of the car, leaving the ends of the load unprotected and subject to damage.

"By wrapping the end sections of the load with a paper binder, the containers in these sections remain intact during transit and act as floating bulkheads to protect the goods against damage and disorder. The Retaining Paper Method of Unitized Loading is a new development which has been successfully used in many loads during the past year.

"Duplex reinforced paper is used for this purpose, such as two sheets of 40 pound Kraft Tough Pliable Paper with approximately 40-pound asphaltum lamination impregnated between the sheets to hold in position reinforcing threads. Rolls of paper are usually available in various convenient widths to fit load requirements."

Discussing the advantages of the paper retaining method of loading, E. G. Overmire, general supervisor of Freight Loss and Damage Prevention for the New York Central System, said the carriers "welcome the interest shippers are taking in adopting approved methods of packaging and loading."

Protective Covering

He pointed out that in addition to cutting down freight damage claims by the unitized system, shippers of bulk materials have realized substantial savings by using sheets of waterproof paper as a protective cover in the box car. This is especially applicable for car loads of such items as flour, grain, fertilizer, lumber and dressed millwork. The waterproof paper prevents damage from leakage during rain or snow. Fabricated "blankets" of paper are available to protect merchandise and equipment shipped in hopper or open flat cars.

Efficiency Ends Tie-Up

(Continued from Page 12)

facilities at some ports of destination required more protection than the fiberboard container, the Container Laboratories men devised a simple, wirebound wrap-around mat that is quickly, cheaply and efficiently placed around the carton, affording the necessary protection.

Another point of improvement was the receiving of knocked down cartons from the carton maker. They now arrive in steel strapped unit loads, enabling the receiving section to unload a full box car in one tenth the time as formerly.

The lessons learned in the one-gallon can operation, which has now been in actual practice for over a year, have been applied to similar operations for other Mobiloil products, and the three-fold Paulsboro philosophy is paying off once again. Millions of cans flow out of Paulsboro every year, yet the experience gained through study, experimentation and application here hold true anywhere; economy and efficiency can be achieved, but must be worked for.

Shipping Room Costs

(Continued from Page 10)

have several cartons or bags of the same general size that could be combined so you will only have to maintain stock on one supply number instead of several?

In our own operation we have cut down from 32 cartons to 15 on our standard supply list, and we are striving to make further reductions. Could one size carton be made to do the work of several with the addition of inserts or multiple score lines?

I can remember an instance several years ago when working with a slip-cover manufacturer, we found one corrugated carton could be used to pack their 3 standard size individual boxes by having two additional score lines put in by the carton manufacturer. Are the cartons you are presently purchasing 275 lb. test when 200 lb. test might satisfactorily do the job? Are you using top opening style cartons, when an end opening style might be more practical from an engineering standpoint and more economical?

Do you have supplies of packaging materials on hand on which usage has fallen off, and which should be gotten rid of in order to free expensive warehouse space? Are you using four or five widths of paper when one or two would be more economical?

It is at this point that you should consider the possibility of substitution of bags, paper wraps, or a combination of paper and corrugated for car-



Block, brace, inter-leave and wrap with
low cost, **SOF-RAP**
flexible

Protect refrigerators, stoves and other enameled or high finished products from scratches, abrasion and shock with SOF-RAP. Soft and light as a feather, yet plenty tough! Complete 4-Way flexibility readily conforms to any shape. Use single sheet TYPE C for interior cushioning against shock and vibration — Type B duplex with cushion inner-sheet strip laminated to tough, durable kraft outer-sheet for exterior wrap — It permits slip-page, reduces friction damage. Low cost SOF-RAP comes in rolls, sheet, tubes or bags in several thickness weights.

SOF-RAP safeguards your products from:
SHOCK • CRUSHING • CHIPPING
SCRATCHING • ABRASION
VIBRATION • BREAKAGE
AND BOUNCE

Write for this helpful booklet and samples. Test-try SOF-RAP today!



POTDEVIN
Semi-Automatic
Feed Label Paster

Instant adjustment for labels up to 7½" wide. Operator's hands always free. Speeds-up production with minimum effort. Write for literature.



POTDEVIN MACHINE CO.
208 North Street • Tebora, N. J.

Designers and manufacturers of equipment for Bag Making, Printing, Coating, Laminating, Gluing and Labeling

INDEX TO ADVERTISERS

American Excelsior Corp.	25
Atlas Plywood Corp.	6
Better Packages, Inc.	Back Cover
Better Shipping Manual	5
Derby Sealers, Inc.	2
Detecto Scales, Inc.	28
Gilman Paper Co.	31
Glue Fast Equipment Co., Inc.	27
Hansen Mfg. Co., A. L.	27
Industrial Traffic Management	26
LaSalle Extension University	24
Marsh Stencil Machine Co.	26
Nichols Paper Products Co.	29
Pitney-Bowes, Inc.	3
Potdevin Machine Co.	29
Rexford Paper Co.	24
Shipping Management	8
Traffic Management in Industry	28

CLASSIFIED ADVERTISING

Under this heading classified advertisements are accepted at the uniform rate of 25 cents a word, but no advertisement taken for less than 20 words with a minimum charge of \$5.00. Address all communications to Classified Department, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

FOR SALE

FOR SALE, APPROXIMATELY 1,055 feet gravity conveyor, 15 in. wide overall, slightly used. Write Box 454, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

STORAGE OR WAREHOUSE for sale or rent. Ridgewood, Brooklyn — heavy floor load, high ceilings, loading platform. Approx. 25,000 sq. ft. consisting of 3 buildings, all interconnected. Each floor approx. 3,000 sq. ft. All for sale, or will rent each building separately. Also, drive-in garage with office available. J. E. Dailey, 61-20 71st Ave., Ridgewood 27, N. Y. HE 3-3400.

MISCELLANEOUS

DISTRIBUTOR, LONG ESTABLISHED and successful; calling on industrial trade in New York and New Jersey, selling a shipping room specialty, seeks additional line. Have own office and show-room, will provide attractive well located New York headquarters. Box 457, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

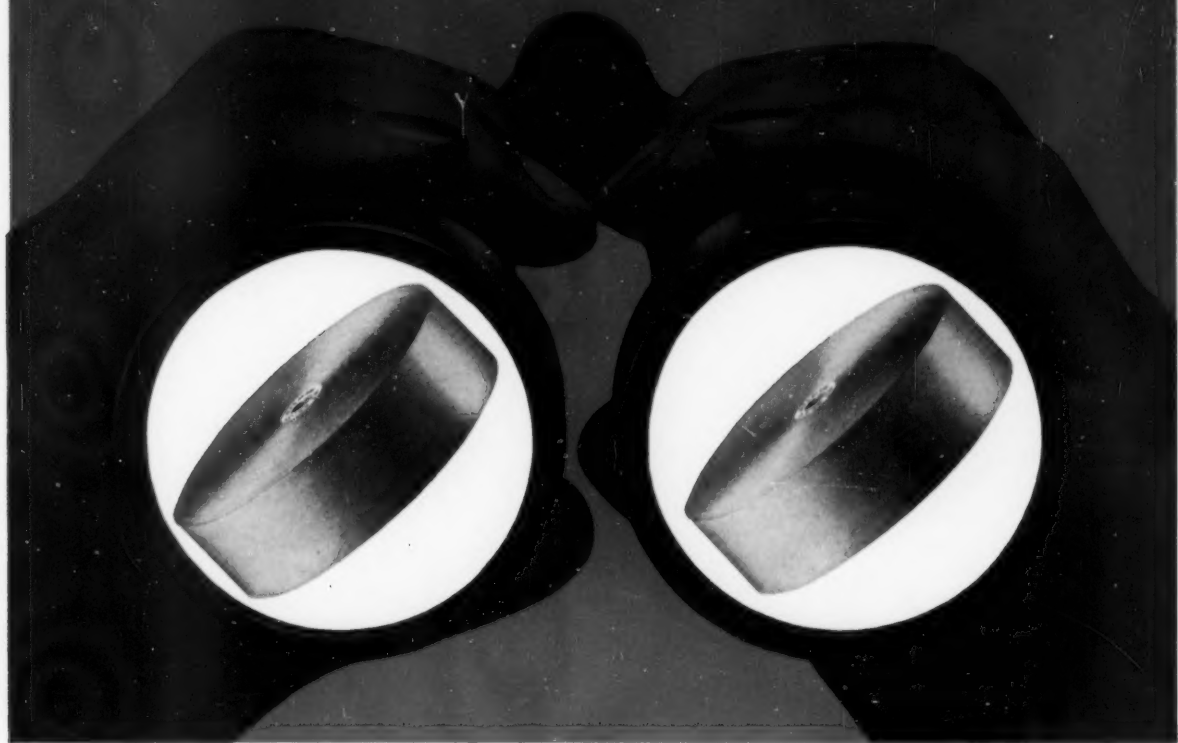
tons. Here again, mail order companies have developed excellent methods of wrapping packages. A mail order company not only has to consider the economy of packaging materials, but is particularly conscious of the transportation costs which the customer must pay, and of damages which can result in customer dissatisfaction. Yet your large mail order companies today find it possible to ship a large diversity of merchandise in wrapped packages using single thicknesses of kraft; double thicknesses; or possibly kraft paper and flexible corrugated materials — any number of combinations depending on the size, weight, and merchandise to be included.

Recheck Proves Valuable

Another illustration is a large distributor who previously had standardized on cartons for packing of all merchandise. A recheck of the type of merchandise being packed indicated that in many cases the cartons would be dispensed with, and the items could be bagged without danger of damage and with a resulting savings in labor, material cost, and transportation charges — in this case paid by the distributor. Padded bags were adopted for some items, double wall kraft, gusset style bags on others. Weight of the kraft paper used in the bags varied with the size with a resultant savings in material cost.

In next month's installment, Mrs. Pitts will demonstrate further how the modern Shipping Department can reduce losses due to wasting time and material. The value of training programs for packers; review of parcel post regulations; and a survey of closure methods are some of the highlights of this interesting and informative article. Don't miss it!

What do you look for in gummed tape?



look for quality... look for color variety... look for uniformity

In Gilman standard Gummed Tape at a standard price, you get quality that consistently surpasses most super-standard tapes sold at higher prices.

In Gilman Gummed Tape you get a full range of colors for your packaging, as well as a brighter shade of golden brown that sets off your printing to better advantage.

In Gilman Gummed Tape every inch is uniform—from the beginning of the roll to the core on which the name **Gilman** is proudly stamped as your guarantee of dependability.

if you look for all these things...

then look for a Paper Merchant who can supply you with **Gilman Gummed Tape** and the assurance of full Gilman cooperation in meeting any unusual tape requirements you may have.



*The Most Quality-Conscious
Producer in the Industry*



(attach to your letterhead and mail)

Please send sample roll of Gilman Gummed Tape for our inspection.

GILMAN PAPER COMPANY

630 Fifth Avenue, New York 20, N. Y.
Daily News Bldg., Chicago 6, Ill.

COMPANY _____
ADDRESS _____
CITY _____ ZONE _____ STATE _____
INDIVIDUAL _____ TITLE _____

over
30 years
of
Counterboy
"know how"
guarantees
you
the best

VALUE

World's Largest
Manufacturer of
Tape Dispensers

Better

Packages, INC.

Plant No. 2, 252 Canal St.
Shelton, Connecticut

FREE! ACCEPT 3-DAY TRIAL OFFER NOW! Try one of these outstanding general shipping room machines for 3 days—without obligation, of course. Please send me: (Check one)

☐ Counterboy 120 ☐ Tape Shooter 100 ☐ Tape Shooter 75
☐ Have a Better Packages' Counterboy man call on me.

Name _____ Title _____
Company _____ St. Address _____
City _____ State _____

Tape Shooter 75



TAPE SHOOTER 75

NEW! High in value low in price! Well-built . . . dependable. Best value of any similar priced machine on the market today.

Counterboy 120



COUNTERBOY 120

All of Better Packages' 34 years of shipping room machine know-how is built into this top quality, heavy duty machine. Counterboy 120 moistens better, feeds faster and *is built to last!*

Tape Shooter 100



TAPE SHOOTER 100

Popular, rugged tape dispenser, work-tested and approved in general shipping room use for over 20 years.

CHOOSE FROM 57 MODELS

for gummed or pressure sensitive tape.

in every price range